



## Legislative Fiscal Bureau

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February 17, 2020

TO: Members  
Joint Committee on Finance

FROM: Bob Lang, Director

SUBJECT: January 2020 Special Session Assembly Bill 6: Wisconsin Initiative for Dairy Exports

January 2020 Special Session Assembly Bill 6 (SS AB 6) would provide funding for a Wisconsin Initiative for Dairy Exports. SS AB 6 was introduced on February 7, 2020, and referred to the Assembly Committee on Agriculture. On February 11, 2020, that Committee held a public hearing, recommended adoption of Assembly Substitute Amendment 1 on a vote of 10-5, and recommended the bill for passage as amended on a vote of 15-0.

### **BACKGROUND AND CURRENT LAW**

#### **Agricultural Exports from Wisconsin**

As of January 1, 2020, the National Agricultural Statistics Service (NASS) reports Wisconsin had approximately 7,300 dairy herds consisting of 1.26 million dairy cows. These herds produced 2.55 billion pounds of milk in December, 2019, representing 14.6% of total U.S. production. NASS's 2017 U.S. Census of Agriculture found that total statewide net cash farm income in Wisconsin declined 22% since the last Census of Agriculture in 2012. NASS also reports the monthly all-milk price for Wisconsin, after peaking in September, 2014, at \$26.60 per hundredweight (100 pounds), fell to a relative minimum of \$14.80 in May, 2016. As of December, 2019, the price per hundredweight was \$21.30, and averaged approximately \$18.80 in 2019.

The U.S. Census Bureau compiles statistics on imports and exports in the United States. Data is compiled by industry and product based upon the classification standard known as the Harmonized Tariff Schedule, which is typically used to identify customs duties on imports and is compiled by the U.S. International Trade Commission. The attachment shows agricultural exports from Wisconsin summarized by commodity category and dairy exports from Wisconsin by commodity subcategory since 2002. Across listed categories, exports have declined from a relative high of \$3.8 billion in 2014 to \$3.2 billion in 2019. In 2019, exports declined 5% from \$3.4 billion in 2018. Within the dairy category, exports have declined from a high of \$408 million in 2014 to \$238 million

in 2019. In 2019, exports in the dairy category declined 16% from \$282 million in 2018.

Dairy exports can be measured based on volume or value. In 2019, U.S. dairy exports totaled 14.5% of production on a total milk solids basis, representing a measurement of volume, according to the U.S. Dairy Export Council. Measured on a value basis, Wisconsin dairy exports, including milk, cream, yogurt, whey, cheese and curds, (represented by Harmonized Tariff Schedule subcategories 0401 through 0406 shown in the attachment) totaled \$237.4 million in 2019, or 5.4% of the approximately \$4.37 billion in U.S. exports from these categories as reported by the U.S. Census Bureau. It should be noted these categories are not necessarily exhaustive of all dairy products, and do not include some more processed outputs such as certain protein extracts.

Based on 2019 data, U.S. dairy exports would need to increase by approximately 38% to meet a goal of 20% of U.S. dairy production by volume, assuming overall production were held constant. Given Wisconsin dairy exports represent 5.4% of U.S. dairy exports by value, an increase in Wisconsin exports sufficient to achieve a goal that state dairy exports equal 20% of U.S. exports by volume would likely require Wisconsin to increase the value of its exports from \$237.4 million to approximately \$1.0 billion if the value of production in other states were held constant. It should be noted that the stated goal is based on volume of production, and available data by state is based on value. Thus, this amount could vary significantly based on the price of dairy products in which Wisconsin producers specialize. An increase in Wisconsin exports sufficient to achieve a goal that state dairy exports equal 20% of U.S. production would require substantially more growth in both Wisconsin production and exports, given that current Wisconsin milk production represents 14.6% of U.S. production.

### **International Agribusiness Center**

The statutes require the Department of Agriculture, Trade and Consumer Protection (DATCP) to promote the interests, growth, and sound development of dairying in the state. Further, the International Agribusiness Center (IAC), housed in the Division of Agricultural Development at DATCP, by statute is to provide technical expertise, market research, and market development initiatives to establish trade-enhancing partnerships and grow Wisconsin's agricultural exports. IAC consists of 5.0 GPR positions budgeted salary and fringe benefit costs of approximately \$566,300 GPR in 2019-20, excluding supplies and service costs. The 5.0 staff consist of: (a) 1.0 IAC director; (b) 2.0 economic development consultants dedicated to processed foods and food ingredients; (c) 1.0 economic development consultant dedicated to food, forestry products, and livestock and genetics; and (d) 1.0 economic development consultant dedicated to animal feed, agricultural equipment, and livestock and genetics. Each economic development consultant also specializes in certain regions and countries, including Canada, China, India, Asia, the European Union, Latin America, and the Middle East. DATCP review of historical organizational charts indicates that in 2002 the program comparable to IAC at the time had 4.50 GPR and 0.25 FED positions. By 2012, IAC had 4.0 GPR and 1.0 FED position.

IAC cultivates relationships with international buyers through reverse buyer missions, through which it invites potential buyers of Wisconsin dairy products to Wisconsin in order to educate them about Wisconsin dairy products and connect them with Wisconsin producers. Reverse buyer

missions include: (a) collaboration with industry partners, the University of Wisconsin Center for Dairy Research, in-country trade partners such as the U.S. Department of Agriculture (USDA) Foreign Agricultural Service and Food Export Association; (b) vetting of buyers, including a needs assessment and examination of financial viability and alignment with Wisconsin producer capacity; and (c) recruitment of Wisconsin companies to participate. When buyers visit, they conduct company tours and engage in one-on-one meetings with sellers, and DATCP follows up to provide technical support and resources necessary to establish and grow Wisconsin sales. In 2019, DATCP reports IAC provided export development services to 158 Wisconsin agricultural companies, and organized or cosponsored foreign trade shows and missions to China, Germany, Guatemala, Mexico, South Korea, United Arab Emirates, and Uruguay. Also in 2019, IAC hosted 16 international delegations from countries including China, Japan, India, Nigeria, Russia, South Korea, Taiwan, and Vietnam. Further, DATCP data show companies have reported \$28.2 million in export sales as a result of IAC services.

### **Wisconsin Economic Development Corporation**

The Wisconsin Economic Development Corporation (WEDC) administers a number of tax credit, loan, grant, and technical assistance economic development programs to eligible Wisconsin companies. Generally, farms are not eligible to participate in WEDC's economic development programs. However, the food processing industry and certain companies that locate in rural areas are eligible. For example, in 2016, WEDC designated a rural enterprise zone and contracted with Saputo Cheese to earn refundable tax credits of up to \$3.0 million to assist in the company's expansion in Barron County.

WEDC currently partners with the Wisconsin Center for Manufacturing and Productivity to provide ExporTech, a financial and technical assistance program designed to increase Wisconsin companies' exports to foreign countries. ExporTech is a national 12-week program managed by the National Institute of Standards and Technology's Manufacturing Extension Partner in collaboration with other state and federal export partners and promotion organizations. Participants receive access to topic matter experts, individualized coaching and consulting, customized support, and guided development of an international growth plan in the participant's key markets. The program provides a unique focus on executive level involvement and is designed to help companies take a proactive approach to export markets. Eligible companies must be established businesses operating in Wisconsin that manufacture, process, assemble, or distribute a product or perform a service with the potential to be exported. Generally, agricultural producers do not qualify to participate.

### **SUMMARY OF BILL**

SS AB 6 would create a continuing appropriation with \$1,000,000 GPR in 2019-20 and 2.0 GPR positions to develop the Wisconsin Initiative for Dairy Exports (WIDE) as part of IAC activities. The bill would require IAC to administer WIDE, which would seek to bring together stakeholders within the dairy industry to pursue an increase in U.S. dairy exports to 20% of U.S. production by 2024. WIDE was first proposed as part of DATCP's biennial budget request in September, 2018, and subsequently included in the Governor's 2019-21 biennial budget recommendations with a proposed funding level of \$200,000 GPR and no positions. WIDE was not

enacted in 2019 Wisconsin Act 9.

## **ASSEMBLY SUBSTITUTE AMENDMENT 1**

Assembly Substitute Amendment 1 would replace the bill as introduced. The substitute amendment would require WEDC, in cooperation with IAC, to create an agricultural exports program intended to: (a) increase Wisconsin's dairy exports to equal 20% of the U.S. milk supply by 2026; (b) increase Wisconsin's meat product exports by 2026; and (c) increase Wisconsin's crop product exports by 2026. Under the substitute amendment, WEDC would be required to allocate funding equally among each of these objectives. The substitute amendment would create 1.0 GPR agricultural and agribusiness export specialist position in IAC, although it does not specify an appropriation to support the position or provide any funding.

The substitute amendment would require DATCP and WEDC to plan how to meet the previously described export objectives and submit the plan to the Legislature and appropriate standing committees by December 31, 2020. Further, the substitute amendment would require DATCP and WEDC to submit a proposal as part of their 2021-23 biennial budget requests that outlines how funding of up to \$5,000,000 would be allocated among the WEDC agricultural exports program and DATCP IAC to achieve the proposed export objectives, and support costs of the proposed exports specialist position at DATCP.

## **FISCAL EFFECT**

The substitute amendment would create 1.0 GPR position, but provide no funding to support the position. (Similar positions currently existing in IAC cost approximately \$105,700 GPR annually in salary and fringe benefit costs, excluding supplies and services costs.) It would be expected the 1.0 DATCP position would receive its salary and fringe benefit costs as part of the 2021-23 biennial budget act.

Any additional funding to support the programs proposed by DATCP and WEDC would be provided upon approval by the Legislature and Governor under the 2021-23 biennial budget act. Prior to any such approval, it is expected existing staff at DATCP and WEDC would absorb the duties associated with creating a proposal for consideration by the Legislature.

Prepared by: Rory Tikalsky and John Gentry  
Attachment

## ATTACHMENT

### Agricultural Exports from Wisconsin by Commodity, 2002 to 2012 (Millions of Dollars)

<u>Commodity Category (HTS Code)</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>
10 Cereals	\$238.0	\$219.2	\$216.3	\$250.7	\$254.7	\$502.6	\$230.4	\$243.7	\$523.0	\$382.9	\$184.8
21 Miscellaneous Edible Preparations	65.8	74.3	84.1	92.6	94.6	117.9	162.5	172.4	200.5	250.0	289.5
04 Dairy Prods; Eggs; Honey; Other Edible Animal Prods (Non-Meat)	36.0	45.8	42.8	76.7	84.9	195.8	212.8	166.8	212.9	231.4	281.8
22 Beverages, Spirits and Vinegar	33.7	61.9	78.9	103.6	91.1	112.4	140.8	90.1	101.6	318.0	399.6
44 Wood and Articles Of Wood; Wood Charcoal	85.9	94.0	106.7	130.7	132.3	165.2	168.2	138.6	184.2	208.8	200.7
20 Prepared Vegetables, Fruit, Nuts or Other Plant Parts	59.2	56.6	71.5	65.0	70.9	81.5	114.5	119.9	130.5	159.6	200.0
19 Prepared Cereal, Flour, Starch or Milk; Bakers Wares	87.3	97.7	99.4	117.9	118.8	148.5	173.5	184.3	176.6	228.5	220.3
12 Oil, Seeds, Etc.; Misc. Grain, Seed, Fruit, Plant, Etc.	167.7	129.0	90.1	87.3	97.9	86.6	98.7	97.1	157.8	157.6	178.3
41 Raw Hides and Skins (No Furskins) and Leather	118.9	115.6	98.0	104.0	99.4	120.9	115.0	93.8	139.8	153.1	156.9
16 Edible Preparations of Meat, Fish, Crustaceans, Etc.	44.0	49.6	28.7	34.9	48.5	62.8	68.9	77.4	99.4	118.4	140.3
35 Albuminoidal Subst.; Modified Starch; Glue; Enzymes	64.4	59.9	68.3	61.9	67.1	87.2	87.9	78.6	95.2	93.4	123.0
23 Food Industry Residues & Waste; Prepared Animal Feed	31.0	32.9	35.0	51.2	57.9	76.1	91.8	74.6	88.3	104.8	117.5
43 Furskins and Artificial Fur; Manufactures Thereof	12.0	33.0	36.6	41.1	67.1	93.7	61.4	37.5	37.4	90.4	120.7
02 Meat and Edible Meat Offal	73.6	104.2	10.8	20.3	27.4	42.1	54.8	51.6	91.3	119.7	104.5
05 Other Misc. Products of Animal Origin	25.2	25.4	24.7	27.0	31.5	44.1	49.7	42.9	47.0	58.4	61.3
17 Sugars and Sugar Confectionary	13.7	14.5	20.1	23.2	31.0	45.7	36.7	29.7	34.9	54.7	74.0
18 Cocoa and Cocoa Preparations	30.7	31.1	34.2	35.9	36.4	38.6	45.5	47.1	66.7	78.1	64.2
11 Milling Products; Malt; Starch; Inulin; Wheat Gluten	10.3	7.9	16.9	37.4	21.2	57.4	75.3	59.5	65.2	63.5	30.9
15 Animal or Vegetable Fats, Oils & Waxes	3.7	10.6	13.3	15.4	31.0	40.2	72.8	25.4	23.9	32.4	27.4
07 Edible Vegetables & Certain Roots & Tubers	14.5	17.7	12.7	19.3	20.1	14.6	14.6	16.0	26.0	18.3	18.7
08 Edible Fruit & Nuts; Citrus Fruit or Melon Peel	2.5	5.9	6.0	9.3	7.8	11.2	11.9	10.5	13.4	18.3	22.1
01 Live Animals	6.9	5.4	1.6	3.8	4.6	8.0	13.2	5.5	8.2	13.3	26.6
13 Lac; Gums, Resins & Other Vegetable Sap & Extract	6.3	10.7	4.2	3.1	3.9	5.3	24.6	10.4	6.4	5.0	6.7
52 Cotton, Including Yarn and Woven Fabric Thereof	0.8	0.6	5.7	13.4	11.2	12.2	14.0	16.8	20.2	18.0	1.9
03 Fish, Crustaceans & Aquatic Invertebrates	1.0	2.2	2.8	2.8	2.7	3.6	3.9	3.8	3.2	3.1	2.1
09 Coffee, Tea, Mate & Spices	0.2	0.5	0.5	0.6	0.8	1.0	1.3	0.9	1.1	2.2	2.4
06 Live Trees, Plants, Bulbs, Etc.; Cut Flowers, Etc.	1.1	1.0	1.2	1.3	1.4	1.1	1.7	1.6	1.7	1.6	2.1
24 Tobacco and Manufactured Tobacco Substitutes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.0
14 Other Vegetable Plaiting Materials & Products	0.1	0.0	0.1	0.1	0.1	0.2	0.1	0.2	0.2	0.1	0.1
51 Wool & Animal Hair, Including Yarn & Woven Fabric	0.0	0.1	0.0	0.2	0.1	0.0	0.1	0.1	0.2	0.1	0.2
50 Silk, Including Yarns and Woven Fabric Thereof	<u>0.0</u>										
<b>Total</b>	<b>\$1,234</b>	<b>\$1,307</b>	<b>\$1,211</b>	<b>\$1,431</b>	<b>\$1,516</b>	<b>\$2,177</b>	<b>\$2,147</b>	<b>\$1,897</b>	<b>\$2,557</b>	<b>\$2,984</b>	<b>\$3,061</b>

**Agricultural Exports from Wisconsin by Commodity (continued), 2013 to 2019**  
(Millions of Dollars)

<u>Commodity Category (HTS Code)</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	Total 2002- 2019	Rank 2002- 2019	Rank 2019	% Change 2018 vs. 2019
10 Cereals	\$240.5	\$249.8	\$249.6	\$178.4	\$153.1	\$182.4	\$152.4	\$4,652.4	1	10	-16%
21 Miscellaneous Edible Preparations	314.6	369.2	328	296.9	331.6	366.6	344.5	3,955.3	2	2	-6
04 Dairy Prods; Eggs; Honey; Other Edible Animal Prods (Non-Meat)	397.9	407.9	274.2	251.6	298.6	281.9	238.0	3,737.9	3	3	-16
22 Beverages, Spirits and Vinegar	301.1	345.2	323.4	275.4	227.9	232.8	212.5	3,449.8	4	6	-9
20 Prepared Vegetables, Fruit, Nuts or Other Plant Parts	194.2	247	286.3	314.8	342.2	355	362.0	3,230.9	5	1	2
44 Wood And Articles of Wood; Wood Charcoal	209.5	208.3	207	225	255.8	270.5	236.7	3,228.1	6	4	-12
19 Prepared Cereal, Flour, Starch or Milk; Bakers Wares	225.3	208.4	198.7	179.2	153.7	144.6	159.5	2,922.2	7	9	10
12 Oil, Seeds, Etc.; Misc. Grain, Seed, Fruit, Plant, Etc.	139.7	178.3	138.1	228.7	309.9	152.2	160.7	2,655.7	8	8	6
41 Raw Hides and Skins (no Furskins) and Leather	206.1	192	160.3	122.6	121.5	108.7	76.0	2,302.6	9	16	-30
16 Edible Preparations of Meat, Fish, Crustaceans, Etc.	184	207.3	206.2	192.6	236.1	246.4	223.3	2,268.6	10	5	-9
35 Albuminoidal Subst.; Modified Starch; Glue; Enzymes	146.7	157.6	144.6	197.7	145.8	160	201.8	2,041.1	11	7	26
23 Food Industry Residues & Waste; Prepared Animal Feed	146.7	133.8	129.5	145.6	134.3	149.7	152.2	1,752.8	12	11	2
43 Furskins and Artificial Fur; Manufactures Thereof	176.1	268.6	172.2	154.4	79.6	108.7	76.7	1,667.0	13	15	-29
02 Meat and Edible Meat Offal	125.7	144.3	118.3	122.3	133.8	159.2	144.2	1,648.0	14	12	-9
05 Other Misc. Products of Animal Origin	66.6	104.7	111.9	99.9	110.7	126.2	141.1	1,198.1	15	13	12
17 Sugars and Sugar Confectionary	97.4	103.4	80.5	84.4	106.1	103.6	92.8	1,046.4	16	14	-10
18 Cocoa and Cocoa Preparations	62.9	74.1	71.3	72.4	72.8	62.3	64.3	988.6	17	17	3
11 Milling Products; Malt; Starch; Inulin; Wheat Gluten	22.7	74.4	47.7	46.1	51.3	42.7	42.4	772.6	18	19	-1
15 Animal or Vegetable Fats, Oils & Waxes	11.4	30.8	20.7	25.1	29.8	33.8	20.4	468.1	19	20	-40
07 Edible Vegetables & Certain Roots & Tubers	29.9	30.4	27.6	32.2	41.5	40.9	49.3	444.1	20	18	21
08 Edible Fruit & Nuts; Citrus Fruit or Melon Peel	16.7	18.5	16.9	13.9	18.3	15.7	16.2	235.0	21	21	3
01 Live Animals	13.6	10.6	12.7	6	9.5	9.4	9.4	168.4	22	23	0
13 Lac; Gums, Resins & Other Vegetable Sap & Extract	5.6	6.6	6.7	7	8.7	9.6	9.4	140.3	23	24	-2
52 Cotton, Including Yarn And Woven Fabric Thereof	1.2	0.5	0.7	0.5	0.4	0.2	0.7	119.0	24	28	227
09 Coffee, Tea, Mate & Spices	3.1	3.2	3.9	6.5	7.3	7.4	12.4	55.3	25	22	69
03 Fish, Crustaceans & Aquatic Invertebrates	2.3	4.5	3.4	2.7	2.9	2.4	4.0	53.1	26	25	66
06 Live Trees, Plants, Bulbs, Etc.; Cut Flowers, Etc.	1.2	1.8	1.4	1	1.6	1.5	2.1	26.2	27	26	42
24 Tobacco and Manufactured Tobacco Substitutes	2.5	0.2	0	0	0	0	0.0	5.8	28	31	0
14 Other Vegetable Plaiting Materials & Products	0.1	0.3	0.4	0.6	0.7	0.7	0.8	4.7	29	27	11
51 Wool & Animal Hair, Including Yarn & Woven Fabric	0.2	0.2	0.1	0.1	0.1	0.2	0.2	2.1	30	29	7
50 Silk, Including Yarns and Woven Fabric Thereof	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0</u>	<u>0.3</u>	31	30	0
<b>Total</b>	<b>\$3,345</b>	<b>\$3,782</b>	<b>\$3,342</b>	<b>\$3,284</b>	<b>\$3,385</b>	<b>\$3,375</b>	<b>\$3,206</b>	<b>\$45,240</b>			<b>-5%</b>

**Dairy and Non-Meat Animal Product Exports from Wisconsin by Commodity Subcategory  
(Thousands of Dollars)**

<u>Commodity Subcategory (HTS Code)</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>
0406 Cheese and Curd	\$16,276	\$18,975	\$19,911	\$42,204	\$46,604	\$75,101	\$97,434	\$95,568	\$109,806	\$105,852	\$149,483
0404 Whey & Milk Products, Sweetened Etc. or Not	12,742	14,364	14,579	22,517	31,469	79,906	57,813	51,232	78,709	99,009	114,085
0405 Butter and Other Fats and Oils Derived From Milk	711	1,667	223	252	213	14,387	29,942	6,102	8,670	14,241	4,867
0402 Milk and Cream, Concentrated or Sweetened	3,605	8,594	5,680	7,063	4,130	17,069	18,706	10,028	11,489	7,524	7,051
0403 Buttermilk, Yogurt, Kephir Etc., Flavord Etc. or Not	1,145	1,105	311	500	538	7,058	6,235	1,352	1,078	1,795	1,909
0408 Birds' Eggs, Not In Shell & Yolks, Fresh, Dry, Etc.	391	297	980	2,839	843	140	91	1,613	2,437	2,117	2,962
0401 Milk and Cream, Not Concentrated or Sweetened	0	113	20	55	91	566	1,271	69	36	298	665
0409 Honey, Natural	557	320	135	289	406	1,250	1,125	386	429	269	226
0407 Birds' Eggs, In Shell, Fresh, Preserved or Cooked	34	21	121	851	490	244	144	353	108	168	532
0410 Other Edible Products of Animal Origin	<u>517</u>	<u>318</u>	<u>808</u>	<u>143</u>	<u>91</u>	<u>110</u>	<u>78</u>	<u>59</u>	<u>127</u>	<u>136</u>	<u>32</u>
<b>Total (04 Dairy Prods; Eggs; Honey; Other Edible Animal Prods (Non-Meat))</b>	<b>\$35,977</b>	<b>\$45,775</b>	<b>\$42,767</b>	<b>\$76,714</b>	<b>\$84,875</b>	<b>\$195,830</b>	<b>\$212,839</b>	<b>\$166,762</b>	<b>\$212,888</b>	<b>\$231,409</b>	<b>\$281,811</b>

<u>Commodity Subcategory (HTS Code)</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>Total</u> <u>2002-</u> <u>2019</u>	<u>Rank</u> <u>2002-</u> <u>2019</u>	<u>Rank</u> <u>2019</u>	<u>% Change</u> <u>2018 vs.</u> <u>2019</u>
0406 Cheese and Curd	\$183,087	\$182,845	\$153,269	\$127,863	\$133,772	\$144,387	\$112,901	\$1,815,338	1	1	-22%
0404 Whey & Milk Products, Sweetened Etc. or Not	170,682	181,716	103,223	108,326	138,587	112,288	98,684	1,489,931	2	2	-12
0405 Butter and Other Fats and Oils Derived From Milk	24,739	24,862	5,090	5,625	14,749	13,270	16,173	185,783	3	3	22
0402 Milk and Cream, Concentrated or Sweetened	14,629	13,222	9,262	6,756	7,997	7,408	6,781	166,994	4	4	-8
0403 Buttermilk, Yogurt, Kephir Etc., Flavord Etc. or Not	1,903	1,884	1,709	1,980	2,269	1,076	2,599	36,446	5	5	142
0408 Birds' Eggs, Not In Shell & Yolks, Fresh, Dry, Etc.	246	0	0	16	11	0	0	14,983	6	9	0
0401 Milk and Cream, Not Concentrated or Sweetened	2,125	2,693	1,233	139	730	2,602	239	12,945	7	7	-91
0409 Honey, Natural	31	139	207	166	89	234	152	6,410	8	8	-35
0407 Birds' Eggs, In Shell, Fresh, Preserved or Cooked	479	474	173	686	385	629	462	6,354	9	6	-26
0410 Other Edible Products of Animal Origin	<u>19</u>	<u>52</u>	<u>50</u>	<u>75</u>	<u>39</u>	<u>10</u>	<u>0</u>	<u>2,664</u>	10	9	-100
<b>Total (04 Dairy Prods; Eggs; Honey; Other Edible Animal Prods (Non-Meat))</b>	<b>\$397,940</b>	<b>\$407,887</b>	<b>\$274,216</b>	<b>\$251,632</b>	<b>\$298,627</b>	<b>\$281,903</b>	<b>\$237,991</b>	<b>\$3,737,848</b>			<b>-16%</b>

Source: U.S. Census Bureau, <https://www.census.gov/foreign-trade/data/index.html>